

Selling To State & Local Government: *Strategies For Success*



Small Business Procurement Workshop Wednesday, April 20, 2005

Registration 7:30 am to 8:00 am

Workshop 8:00 am to Noon

Lord Fairfax Community College,
Special Events Center, Middletown Campus

Admission is free

Representatives from the Commonwealth of Virginia will discuss the state's new initiative to increase access to state contracting for **small, women** and **minority** businesses. Topics include state certification and use of eVA, the state's electronic purchasing system.

This is your opportunity to:

Meet state and local government buyers.

Hear what products and services buyers are seeking.

Introduce your business to state and local government buyers.

Receive business assistance with state certification and eVA.



This event is sponsored in partnership with the Virginia Department of Business Assistance (DBA).



Lord Fairfax Small Business
Development Center

SPONSORED BY:

Chambers of Commerce: Clarke County | Front Royal-Warren County | Luray-Page County | Winchester-Frederick County
Economic Development Organizations: Front Royal-Warren County | Shenandoah County | Winchester-Frederick County

Selling To State & Local Government: Strategies For Success

A G E N D A

Small Business Procurement Workshop Lord Fairfax Community College Wednesday, April 20, 2005

- 7:30 AM REGISTRATION & NETWORKING**
- 8:00 WELCOME: PAUL CARROLL, EXECUTIVE DIRECTOR, FRONT ROYAL/WARREN COUNTY EDA**
- 8:05 UTILIZING SWAM BUSINESSES IN STATE & LOCAL PROCUREMENT:**
David Fuller, Virginia Department of Business Assistance
- 8:20 INTRODUCTION OF SHAY HOPE, DEPARTMENT OF MINORITY BUSINESS ENTERPRISE**
David Fuller, DBA
- 8:20-8:50 STATE CERTIFICATION & VIRGINIA'S SWAM INITIATIVE:**
Shay Hope, Procurement Advocate, DMBE
- 8:50-9:00 CERTIFICATION Q & A**
- 9:00-9:15 NETWORKING & COFFEE BREAK**
- 9:15-9:20 INTRODUCTION OF DEBORAH HUDSON, PROCUREMENT ASSISTANCE PROGRAM MANAGER,**
DBA: David Fuller, DBA
- 9:20-10:00 MAXIMIZING VENDOR SUCCESS WITH eVA:**
Deborah Hudson, Procurement Assistance Program Manager, DBA
- 10:00-10:15 eVA Q & A**
- 10:15-10:30 INTRODUCTION OF STATE & LOCAL GOVERNMENT BUYERS:**
David Fuller
- 10:30-12:00 VENDOR MATCHMAKING & ASSISTANCE FAIR**
- ▶ Suppliers visit exhibitors and meet buyers face to face and discuss specific purchasing needs.
 - ▶ Department of Minority Business Enterprise exhibit and seating available for one-on-one explanation and assistance with questions on certification process and SWAM initiative.
 - ▶ Virginia Business Information Center (VBIC) live help exhibiting and available for business problem solving.
 - ▶ DBA Procurement Assistance exhibiting and available for vendor support and guidance on eVA website and market strategy.



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ATTENDEE INFORMATION:

Name	Title		
Business/Organization	FIN (Fed. ID Number)		
Address			
City	State	Zip	
Telephone	Fax	Email	
Principal Product or Service			

WORKSHOP LOCATION:

Lord Fairfax Community College, Middletown Campus; Special Events Center

REGISTRATION: 7:30 TO 8:00 AM | WORKSHOP: 8:00 AM TO 12:00 NOON

SEND REGISTRATION TO:

Fax: Sharon Baroncelli, (540) 635-9758

Email: sbaroncelli@frontroyalchamber.com

Mail: Sharon Baroncelli

Front Royal - Warren County Chamber of Commerce

305 E. Main Street

Front Royal, Virginia 22630

QUESTIONS OR SPECIAL NEEDS:

(540) 635-3185



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